

Message Text

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53

ACTION EUR-25

INFO OCT-01 ADP-00 EB-11 COME-00 CIAE-00 INR-10 NSAE-00

RSC-01 RSR-01 /049 W

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R 201255 Z APR 73

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 6409

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E. O. 1 1652: N/ A

TAGS: ETRD, BU, US

SUBJ: U. S. FIRM EXPLORES LICENSING WITH BALKANCAR

REF: SOFIA 438 AND 443

1. REPRESENTATIVE OF CLARK EQUIPMENT CO. REPORTS
SIGNIFICANT PROGRESS IN NEGOTIATIONS WITH BULGARIAN
MINISTRY OF MACHINE BUILDING LEADING TOWARDS LICENSING
ARRANGEMENT WITH BULGARIAN PRODUCER OF FORK LIFT
TRUCKS, BALKANCAR.
2. ACCORDING TO LEWIS LAMM, DEAL WOULD CALL FOR \$3 MILLION
DISCLOSURE FEE AND 5 PER CENT ROYALTY ON EACH TRUCK PRODUCED
UNDER US LICENSE. BALKANCAR WOULD PRODUCE 3 TO 5 MODELS
ACCORDING TO CLARK SPECIFICATIONS, HAVE MONOPOLY ON COMECON
MARKET SALES, WITH WESTERN EUROPEAN MARKETS TO BE SPLIT
BETWEEN CLARK AND BALKANCAR ACCORDING TO STRENGTH OF
PRESENT DISTRIBUTERS. CLARK WOULD SUPPLY ENGINEERING
ASSISTANCE AND WOULD MONITOR QUALITY CONTROL
THROUGH ALL STAGES OF PRODUCTION.
3. FOLLOWING TWO DAYS NEGOTIATIONS WITH DEPUTY
MINISTER MACHINE BUILDING TENOV, LAMM SEEMED OPTIMISTIC
THAT DEAL COULD BE ARRANGED. TENOV REPORTED TO HAVE
SET DEADLINE OF JULY 15 FOR CONCLUSION OF AGREEMENT.
PRIMARY STUMBLING BLOCK IS AMOUNT OF DISCLOSURE FEE
DEMANDED BY CLARK. LAMM CONFIRMS THAT CLARK HAS
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EXTENDED INVITATION TO LUKANOV GROUP TO VISIT FACTORY
IN MICHIGAN MAY 3-5. LAMM UNDERSTANDS THAT MINISTER
IVAN POPOV WOULD ALSO WELCOME INVITATION TO VISIT
CLARK IF HE VISITS US THIS YEAR.
HOUSTON

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 APR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973SOFIA00449
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: SOFIA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730448/aaaaiunr.tel
Line Count: 73
Locator: TEXT ON-LINE
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 73 SOFIA 438
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 29 AUG 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29-Aug-2001 by martinml>; APPROVED <06-Nov-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> jms 980128
Subject: U. S. FIRM EXPLORES LICENSING WITH BALKANCAR
TAGS: ETRD, BU, US
To: EUR
SECSTATE WASHDC
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005